

**WRITTEN PROPOSAL EVALUATION SUMMARY**

PROJECT: Integrated Parking Management & Mobile Ticketing Solution

RFP#: DOMX-190023-DS

DATE: February 7, 2019

	FIRM NAMES	EVALUATOR 1					EVALUATOR 2					EVALUATOR 3					RANKING POINT TOTAL	FINAL RANKING
		TECHNICAL	WRITTEN	PRICE	TOTAL POINTS	RANK	TECHNICAL	WRITTEN	PRICE	TOTAL POINTS	RANK	TECHNICAL	WRITTEN	PRICE	TOTAL POINTS	RANK		
1	Electronic Data Collection Corporation	70.00	80.00	50.00	200.00	2	40.00	41.00	50.00	131.00	2	93.00	84.00	50.00	227.00	3	7	3
2	IPS Group, Inc.	50.00	79.00	46.62	175.62	3	70.00	60.00	46.62	176.62	1	100.00	88.00	46.62	234.62	1	5	1
3	Passport Labs, Inc. dba Passport	90.00	100.00	30.78	220.78	1	52.00	28.00	30.78	110.78	3	98.00	100.00	30.78	228.78	2	6	2
4																		
5																		
6																		
7																		
8																		
9																		

**PRICE**

PROJECT: Integrated Parking Management & Mobile Ticketing Solution

RFP#: DOMX-190023-DS

EVALUATOR#: D SESCO, Procurement Specialist 3 *D SESCO*

DATE: 2/5/19

FIRM NAME: Electronic Data Collection Corporation

PRICE (25% of 200)	POINT VALUE	POINTS AWARDED	COMMENTS
o Price - \$105,600	50	50.00	•Point percentage to be determined by the department/Points will be assigned by Purchasing
TOTAL	50	50.00	•Point percentage to be determined by the department/Points will be assigned by Purchasing

**PRICE**

PROJECT: Integrated Parking Management & Mobile Ticketing Solution

RFP#: DOMX-190023-DS

EVALUATOR#: D SESCO, Procurement Specialist 3 *D SESCO*

DATE: 2/5/19

FIRM NAME: IPS Group, Inc.

PRICE (25% of 200)	POINT VALUE	POINTS AWARDED	COMMENTS
o Price - \$113,261	50	46.62	•Point percentage to be determined by the department/Points will be assigned by Purchasing
TOTAL	50	46.62	•Point percentage to be determined by the department/Points will be assigned by Purchasing

**PRICE**

PROJECT: Integrated Parking Management & Mobile Ticketing Solution

RFP#: DOMX-190023-DS

EVALUATOR#: D SESCO, Procurement Specialist 3 *D SESCO*

DATE: 2/5/19

FIRM NAME: Passport Labs Inc dba Passport

PRICE (25% of 200)	POINT VALUE	POINTS AWARDED	COMMENTS
o Price - \$171,520	50	30.78	•Point percentage to be determined by the department/Points will be assigned by Purchasing
TOTAL	50	30.78	•Point percentage to be determined by the department/Points will be assigned by Purchasing



## RFP Price Comparison

### Parking and mobile ticketing solution

	EDC/AIMS**	IPS***	Passport*
<b>Total Cost (Y1)</b>	<b>\$105,600</b>	<b>\$113,261</b>	<b>\$171,520</b>
<b>Total Cost (recurring)</b>	unkown	\$100,369	\$145,575
training (5 days)		\$3,000	\$4,475
travel expenses for installation		\$2,000	
training - remote			\$0
enforcement software (each/mo)		\$7,800	
citation fee (each) (assume 2000 citations/mo)		\$18,000	
RO acquisition (each) (assume 2000 citations/mo)		\$24,000	\$121,575
mail-in permits (assume 2000 citations/mo)		\$1,200	
online paymens (assume 2000 citations/mo)		\$24,000	
delinquent payment notice (assume 30% delinquency rate)		\$5,544	
Permit module setup		\$4,000	
Per permit fee (assume 2500 permits)		\$5,000	\$9,000
Per verification (assume 2500 permits)		\$2,500	
Permit letter (assume 2500 permits)		\$3,125	
IVR solution (per month)	\$1,500	\$4,200	not specified*
Transit (Passport = 7% of revenue; FY18=\$773k)	unknown	unknown	\$15,000
Report customization (per hour)	\$275	\$125	
Transaction fees	unknown	\$2.00 or 3%	included
Collections (optional)		35% of collection	
Marketing	unknown	included	included
Hardware enforcement	included	\$8,892	\$2,520
Implementation fee			\$23,425

#### Notes:

##### PASSPORT

- \* Price is tiered depending on number of citations issued.
- \* Price includes signage and marketing.
- \* On-site training is optional.
- \* OIVR cost not listed separately; per page 31 appears to be included

##### EDC/AIMS

- \*\* Cost of marketing is unknown and will increase the overall cost.
- \*\* Cost of transit component and transaction fees is unknown.

##### IPS

- \*\*\* Cost of transit module unknown; not mentioned.

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Integrated Parking Management & Mobile Ticketing Solution

RFP#: DOMX-190023-DS

EVALUATOR#: 1

FIRM NAME: Electronic Data Collection (EDC) Corporation

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	40	<p>Vendor appears very capable to provide the services requested in regards to parking and enforcement modules, however it is unclear how the transit requirement will be met - there was insufficient information provided in the proposal (page 16 of proposal). Also cash payment option seems limited to execution at parking garage office which was not the intent of the request.</p>
o Capability of Meeting Time and Budget	45	30	<p>Unclear how marketing component is to be executed, what it includes and how much it will cost. Marketing is a critical aspect of this implementation and was a requirement outlined in the RFP Scope of Service (see page 17).</p>
TOTAL	100	70	

Evaluator Signature: \_\_\_\_\_

Date: 2/7/19

### WRITTEN PROPOSAL EVALUATION

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EVALUATOR#: 1

FIRM NAME: Electronic Data Collection (EDC) Corporation

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	<p>Firm appears to possess the required experience and platform to provide the services required for parking and enforcement, however additional information is need to support the feasibility of applicability of the transit module. Project proposal is also unclear on the marketing approach.</p> <p>Reporting of bank end functionality seems adequate for parking and enforcement; integration w/ other platforms is a plus. Reference checks were positive</p>
o Project Approach	30	25	
o Project Manager	15	12	
o Project Team	15	12	
o Project Schedule	5	3	
o Project Organization	5	3	
<b>TOTAL</b>	<b>100</b>	<b>80</b>	

Evaluator Signature: \_\_\_\_\_



Date: \_\_\_\_\_

2/7/19

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Integrated Parking Management & Mobile Ticketing Solution

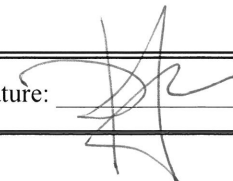
RFP#: DOMX-190023-DS

EVALUATOR#: 1

FIRM NAME: IPS Group, Inc.

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	30	Proposals demonstrates ability in providing services related to parking & enforcement however it's silent on the provision of the transit mobile ticketing component which is a critical aspect of the project.
o Capability of Meeting Time and Budget	45	20	Proposal was incomplete. Unable to determine full capability to meet time/budget
TOTAL	100	50	

Evaluator Signature: \_\_\_\_\_



Date: 2/7/19

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PROJECT: Integrated Parking Management & Mobile Ticketing Solution

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EVALUATOR#: 1

FIRM NAME: IPS Group, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	15	<p><i>Proposal did not incorporate a critical aspect of the services requested. Firm appears very capable to provide parking and enforcement services but does not elaborate on the transit component. References from other communities were positive on the services delivered</i></p>
o Project Approach	30	15	
o Project Manager	15	12	
o Project Team	15	12	
o Project Schedule	5	3	
o Project Organization	5	2	
<b>TOTAL</b>	100	79	

Evaluator Signature:  Date: 2/7/19

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Integrated Parking Management & Mobile Ticketing Solution

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EVALUATOR#:   

FIRM NAME: Passport Labs, Inc. d/b/a Passport

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	<i>Proposal indicates ability to provide all services requested and meets intent of the solicitation.</i>
o Capability of Meeting Time and Budget	45	40	<i>Proposal indicates ability to provide requested services on time and budget.</i>
TOTAL	100	90	

Evaluator Signature: \_\_\_\_\_

Date: 2/7/19

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EVALUATOR#:   

FIRM NAME: Passport Labs, Inc. d/b/a Passport

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	<p><i>Proposal demonstrates full understanding of project requirements; items are outlined and detailed on the response. marketing strategy is outlined. Cash payment option provided through local retailers. Ability to create seamless experience across different modes.</i></p>
o Project Approach	30	30	
o Project Manager	15	15	
o Project Team	15	15	
o Project Schedule	5	5	
o Project Organization	5	5	
<b>TOTAL</b>	<b>100</b>	<b>100</b>	

Evaluator Signature:  \_\_\_\_\_ Date: 2/7/19

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

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EVALUATOR#: 2

FIRM NAME: Electronic Data Collection (EDC) Corporation

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	25	No Resumes, provided references but didn't state service provided Ref list local govt didn't mention how long provide sample of others (IDR, Deal with
o Capability of Meeting Time and Budget	45	15	Budget can be high if meet all requirements No insurance will not meet deadline
TOTAL	100	40	

Evaluator Signature: Shyllis Plummer Date: 2/7/19



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PROJECT: Integrated Parking Management & Mobile Ticketing Solution

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EVALUATOR#: 2

FIRM NAME: Electronic Data Collection (EDC) Corporation

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	15	
o Project Approach	30	15	NO DMV Look up citation, Local ICPP set up NO IPR
o Project Manager	15	0	No resume
o Project Team	15	3	No resumes the company has references, provided Sample of a city of Athens; mobile pay, web pay, gave samples of reports, NO DMV NO
o Project Schedule	5	2	
o Project Organization	5	2	NO resume, NO insurance
<b>TOTAL</b>	<b>100</b>	<b>41</b>	

Evaluator Signature: *Shyles Plummer* Date: 2/7/19

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Integrated Parking Management & Mobile Ticketing Solution

RFP#: DOMX-190023-DS

EVALUATOR#: 2

FIRM NAME: IPS Group, Inc.

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	30	20- Reg has 100 that he done complete reg wk; Chief tech officer has 21 yrs exp after 10 less than 5
o Capability of Meeting Time and Budget	45	40	Time Schedule & Budget is good 8 wk to complete
<b>TOTAL</b>	<b>100</b>	<b>70</b>	

Evaluator Signature: Shyllis Plummer Date: 2/7/19

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RFP#: DOMX-190023-DS

EVALUATOR#: 2

FIRM NAME: IPS Group, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	21	
o Project Approach	30	20	Missed Transit
o Project Manager	15	11	2 yrs w/ company 20 yrs parking Eng has a understanding of needs
o Project Team	15	8	Chief Tech Spec has 21 yrs all others have less than 5
o Project Schedule	5	5	8 wks
o Project Organization	5	5	written presentation was good
<b>TOTAL</b>	<b>100</b>	<b>60</b>	

Evaluator Signature: [Signature] Date: 2/7/19

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

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EVALUATOR#: 2

FIRM NAME: Passport Labs, Inc. d/b/a Passport

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	17	Firm is busy, no litigation history work ST August 2018 (17) Less than 5 yrs exp 6
o Capability of Meeting Time and Budget	45	35	we lead aw 1 comp per yr, no insurance, Budget big (35)
<b>TOTAL</b>	<b>100</b>	<b>52</b>	

Evaluator Signature: Shelley Plummer Date: 2/7/19

### WRITTEN PROPOSAL EVALUATION

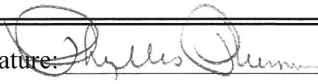
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EVALUATOR#: 2

FIRM NAME: Passport Labs, Inc. d/b/a Passport

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	10	Verbiage had a lot of "shall & shall" made me question qualifications & if they would meet deadline, will phase in stages all will not be implemented by deadline June 2019 NO DMU setup
o Project Approach	30	10	
o Project Manager	15	0	no resume
o Project Team	15	5	PMO & Technical queries; per reference training has complete pro- implemental 2018
o Project Schedule	5	1	will not meet deadline
o Project Organization	5	2	no resumes, no insurance; a lot of questionable statements
<b>TOTAL</b>	<b>100</b>	<b>28</b>	

Evaluator Signature: 

Date: 2/7/19

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Integrated Parking Management & Mobile Ticketing Solution

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EVALUATOR#: 3

FIRM NAME: Electronic Data Collection (EDC) Corporation

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	52	<i>Enforcement app not ios compatible</i>
o Capability of Meeting Time and Budget	45	41	<i>Marketing and Cust. Service cost passed to the city</i>
TOTAL	100	93	

Evaluator Signature: \_\_\_\_\_

Date: 02/05/14

### WRITTEN PROPOSAL EVALUATION

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EVALUATOR#: 3

FIRM NAME: Electronic Data Collection (EDC) Corporation

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	
o Project Approach	30	25	<p><i>Project approach not well defined.</i></p> <p><i>project manager not defined</i></p>
o Project Manager	15	10	
o Project Team	15	15	
o Project Schedule	5	5	
o Project Organization	5	4	
TOTAL	100	84	

Evaluator Signature: \_\_\_\_\_

Date: 02/05/19

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EVALUATOR#: 3

FIRM NAME: IPS Group, Inc.

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	55	
o Capability of Meeting Time and Budget	45	45	
TOTAL	100	100	

Evaluator Signature: \_\_\_\_\_

Date: 02/07/19



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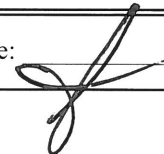
EVALUATOR#: 3

FIRM NAME: IPS Group, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	<p><i>Not clear what PM resources are allocated</i>  <i>Likewise for team and implementation.</i></p>
o Project Approach	30	30	
o Project Manager	15	10	
o Project Team	15	10	
o Project Schedule	5	3	
o Project Organization	5	5	
TOTAL	100	88	

Evaluator Signature: \_\_\_\_\_

Date: 02/05/19



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EVALUATOR#: 3

FIRM NAME: Passport Labs, Inc. d/b/a Passport

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	<i>55</i>	
o Capability of Meeting Time and Budget	45	<i>43</i>	<i>it seems that iNovah integration may require additional evaluation after award</i>
TOTAL	100	<i>98</i>	

Evaluator Signature: \_\_\_\_\_

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FIRM NAME: Passport Labs, Inc. d/b/a Passport

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	
o Project Approach	30	30	
o Project Manager	15	15	
o Project Team	15	15	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	100	

Evaluator Signature: \_\_\_\_\_

Date: 02/05/19

